A 8720-2

POTASH & PHOSPHATE INSTITUTE
POTASH REPORT SUMMARY
(Short Tons K2O)

PR 0391
MAY 22, 1991

MARCH

| | CANADIAN PRODUCERS 1991 | 1990 | Change % | UNITED STATES PRODUCERS 1991 | 1990 | Change % | TOTAL CANADIAN & U.S. PRODUCERS 1991 | 1990 | Change % |
|---|---|---|---|---|---|---|---|---|---|
| Beginning Inventory | 1,587,778 | 1,807,635 | -12.2% | 304,901 | 366,050 | -16.7% | 1,892,679 | 2,173,685 | -12.9% |
| (+) Production | 851,065 | 661,086 | 28.7% | 173,857 | 169,681 | 2.5% | 1,024,922 | 830,767 | 23.4% |
| (-) Ending Inventory | 1,862,156 | 1,758,148 | 5.9% | 240,542 | 352,487 | -31.8% | 2,102,698 | 2,110,635 | - .4% |
| (=) Total Disappearance | 576,687 | 710,573 | -18.8% | 238,216 | 183,244 | 30.0% | 814,903 | 893,817 | -8.8% |
| (-) Exports | 306,401 | 401,285 | -23.6% | 93,837 | 33,199 | 182.7% | 400,238 | 434,484 | -7.9% |
| (=) Disappearance-Canada & United States | 270,286 | 309,288 | -12.6% | 144,379 | 150,045 | -3.8% | 414,665 | 459,333 | -9.7% |

NINE MONTHS (JULY-MARCH) OF THE FERTILIZER YEAR

| | CANADIAN PRODUCERS 1990/91 | '89/90 | Change % | UNITED STATES PRODUCERS 1990/91 | '89/90 | Change % | TOTAL CANADIAN & U.S. PRODUCERS 1990/91 | '89/90 | Change % |
|---|---|---|---|---|---|---|---|---|---|
| Beginning Inventory | 1,655,927 | 2,010,651 | -17.6% | 344,060 | 221,730 | 55.2% | 1,999,987 | 2,232,381 | -10.4% |
| (+) Production | 6,072,684 | 5,282,879 | 15.0% | 1,394,720 | 1,375,673 | 1.4% | 7,467,404 | 6,658,552 | 12.1% |
| (-) Ending Inventory | 1,862,156 | 1,758,148 | 5.9% | 240,542 | 352,487 | -31.8% | 2,102,698 | 2,110,635 | - .4% |
| (=) Total Disappearance | 5,866,455 | 5,535,382 | 6.0% | 1,498,238 | 1,244,916 | 20.3% | 7,364,693 | 6,780,298 | 8.6% |
| (-) Exports | 2,603,375 | 2,223,157 | 17.1% | 540,449 | 308,007 | 75.5% | 3,143,824 | 2,531,164 | 24.2% |
| (=) Disappearance-Canada & United States | 3,263,080 | 3,312,225 | -1.5% | 957,789 | 936,909 | 2.2% | 4,220,869 | 4,249,134 | - .7% |

MONTH-END INVENTORIES - CANADIAN AND U.S. PRODUCERS
(000's Short Tons K2O)

| | JUL | AUG | SEP | OCT | NOV | DEC | JAN | FEB | MAR | APR | MAY | JUN |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| FY 1990/91 | 1,894 | 1,384 | 1,644 | 1,923 | 2,045 | 1,730 | 1,665 | 1,893 | 2,103 | | | |
| FY 1989/90 | 2,232 | 1,748 | 2,002 | 2,142 | 2,391 | 2,093 | 2,059 | 2,174 | 2,111 | 1,998 | 2,014 | 2,000 |

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

MARCH 1991

| | PRODUCTION | | ENDING INVENTORY March 31 | | | | DISAPPEARANCE | |
|---|---|---|---|---|---|---|---|---|
| | 1991 MAR | 1990 | MINE SITE | OFFSITE | 1991 | 1990 | 1991 MAR | 1990 |
| MURIATE | | | | | | | | |
| Special Standard | 19,000 | 11,712 | 29,922 | 18,927 | 48,849 | 18,208 | 4,736 | 32,187 |
| Standard | 294,451 | 191,243 | 265,874 | 115,861 | 381,735 | 459,239 | 270,811 | 381,092 |
| Chemical | 4,652 | 12,821 | 5,983 | 2,269 | 8,252 | 17,928 | 5,166 | 7,838 |
| Coarse | 242,638 | 220,778 | 260,606 | 480,341 | 740,947 | 658,065 | 74,504 | 131,315 |
| Granular | 323,850 | 251,210 | 377,179 | 276,272 | 653,451 | 689,591 | 337,275 | 212,761 |
| Soluble | 91,331 | 95,138 | 108,664 | 72,220 | 180,884 | 179,694 | 60,598 | 75,024 |
| Sulphates | 49,000 | 47,865 | 72,060 | 16,520 | 88,580 | 87,910 | 61,813 | 53,600 |
| TOTAL: | 1,024,922 | 830,767 | 1,120,288 | 982,410 | 2,102,698 | 2,110,635 | 814,903 | 893,817 |

| | AGRICULTURAL SALES | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | EXPORTS | | U.S. & CANADA | | EXPORTS | | MARCH | |
| | 1991 MAR | 1990 | 1991 MAR | 1990 | 1991 MAR | 1990 | 1991 MAR | 1990 | 1991 | 1990 |
| MURIATE | | | | | | | | | | |
| Special Std | 15 | 18 | 4,795 | 31,872 | - | - | - | - | 4,810 | 31,890 |
| Standard | 37,976 | 29,720 | 211,139 | 320,259 | 28,189 | 23,021 | (44) | 440 | 277,260 | 373,440 |
| Chemical | - | - | - | - | 4,605 | 6,927 | 1,045 | 689 | 5,650 | 7,616 |
| Coarse | 94,196 | 132,782 | 20,490 | 8,047 | - | - | - | - | 114,686 | 140,829 |
| Granular | 195,420 | 181,187 | 97,010 | 29,321 | - | - | - | - | 292,430 | 210,508 |
| Soluble | 24,942 | 38,910 | 10,690 | 7,152 | 6,402 | 12,083 | 16,578 | 15,051 | 58,612 | 73,196 |
| Sulphates | 21,687 | 29,168 | 38,450 | 21,653 | 496 | 534 | 85 | - | 60,718 | 51,355 |
| TOTAL: | 374,236 | 411,785 | 382,574 | 418,304 | 39,692 | 42,565 | 17,664 | 16,180 | 814,166 | 888,834 |

**POTASH & PHOSPHATE INSTITUTE**
**REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES**
**BY CANADIAN PRODUCERS**
(Short Tons K20)

**MARCH 1991**

| | PRODUCTION | | | ENDING INVENTORY March 31 | | | | DISAPPEARANCE | | |
|---|---|---|---|---|---|---|---|---|---|---|
| | 1991 | MAR | 1990 | MINE SITE | OFFSITE | 1991 | 1990 | 1991 | MAR | 1990 |
| MURIATE | | | | | | | | | | |
| Special Standard | 19,000 | | 11,712 | 29,922 | 18,927 | 48,849 | 18,208 | 4,736 | | 32,187 |
| Standard | 260,398 | | 158,850 | 231,974 | 115,937 | 347,911 | 351,014 | 231,043 | | 349,456 |
| Chemical | 3,994 | | 11,370 | 5,664 | 2,269 | 7,933 | 16,840 | 4,137 | | 6,484 |
| Coarse | 230,401 | | 210,165 | 247,417 | 479,462 | 726,879 | 650,840 | 67,412 | | 110,347 |
| Granular | 251,394 | | 179,309 | 284,942 | 264,758 | 549,700 | 544,774 | 216,858 | | 143,361 |
| Soluble | 85,878 | | 89,680 | 108,664 | 72,220 | 180,884 | 176,472 | 52,501 | | 68,738 |
| TOTAL: | 851,065 | | 661,086 | 908,583 | 953,573 | 1,862,156 | 1,758,148 | 576,687 | | 710,573 |

| | AGRICULTURAL SALES | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | EXPORTS | | U.S. & CANADA | | EXPORTS | | MARCH | |
| | 1991 | MAR 1990 | 1991 | MAR 1990 | 1991 | MAR 1990 | 1991 | MAR 1990 | 1991 | 1990 |
| MURIATE | | | | | | | | | | |
| Special Std | 15 | 18 | 4,795 | 31,872 | - | - | - | - | 4,810 | 31,890 |
| Standard | 26,072 | 18,048 | 196,144 | 313,600 | 18,848 | 10,984 | - | - | 241,064 | 342,632 |
| Chemical | - | - | - | - | 3,949 | 5,879 | 200 | 689 | 4,149 | 6,568 |
| Coarse | 88,173 | 114,337 | 20,490 | 7,685 | - | - | - | - | 108,663 | 122,022 |
| Granular | 112,476 | 114,902 | 57,504 | 25,236 | - | - | - | - | 169,980 | 140,138 |
| Soluble | 16,468 | 32,917 | 10,690 | 7,152 | 6,362 | 11,968 | 16,578 | 15,051 | 50,098 | 67,088 |
| TOTAL: | 243,204 | 280,222 | 289,623 | 385,545 | 29,159 | 28,831 | 16,778 | 15,740 | 578,764 | 710,338 |

POTASH & PHOSPHATE INSTITUTE
REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

MARCH 1991

| | PRODUCTION | | ENDING INVENTORY March 31 | | | | DISAPPEARANCE | |
|---|---|---|---|---|---|---|---|---|
| | 1991 MAR | 1990 | MINE SITE | OFFSITE | 1991 | 1990 | 1991 MAR | 1990 |
| MURIATE | | | | | | | | |
| Standard | 34,053 | 32,393 | 33,900 | (76) | 33,824 | 108,225 | 39,768 | 31,636 |
| Chemical | 658 | 1,451 | 319 | - | 319 | 1,088 | 1,029 | 1,354 |
| Coarse | 12,237 | 10,613 | 13,189 | 879 | 14,068 | 7,225 | 7,092 | 20,968 |
| Granular | 72,456 | 71,901 | 92,237 | 11,514 | 103,751 | 144,817 | 120,417 | 69,400 |
| Soluble | 5,453 | 5,458 | - | - | - | 3,222 | 8,097 | 6,286 |
| Sulphates | 49,000 | 47,865 | 72,060 | 16,520 | 88,580 | 87,910 | 61,813 | 53,600 |
| TOTAL: | 173,857 | 169,681 | 211,705 | 28,837 | 240,542 | 352,487 | 238,216 | 183,244 |

| | AGRICULTURAL SALES | | | | NON-AGRICULTURAL SALES | | | | TOTAL AG & NON-AG SALES | |
|---|---|---|---|---|---|---|---|---|---|---|
| | U.S. & CANADA | | EXPORTS | | U.S. & CANADA | | EXPORTS | | MARCH | |
| | 1991 MAR | 1990 | 1991 MAR | 1990 | 1991 MAR | 1990 | 1991 MAR | 1990 | 1991 | 1990 |
| MURIATE | | | | | | | | | | |
| Standard | 11,904 | 11,672 | 14,995 | 6,659 | 9,341 | 12,037 | (44) | 440 | 36,196 | 30,808 |
| Chemical | - | - | - | - | 656 | 1,048 | 845 | - | 1,501 | 1,048 |
| Coarse | 6,023 | 18,445 | - | 362 | - | - | - | - | 6,023 | 18,807 |
| Granular | 82,944 | 66,285 | 39,506 | 4,085 | - | - | - | - | 122,450 | 70,370 |
| Soluble | 8,474 | 5,993 | - | - | 40 | 115 | - | - | 8,514 | 6,108 |
| Sulphates | 21,687 | 29,168 | 38,450 | 21,653 | 496 | 534 | 85 | - | 60,718 | 51,355 |
| TOTAL: | 131,032 | 131,563 | 92,951 | 32,759 | 10,533 | 13,734 | 886 | 440 | 235,402 | 178,496 |